



Product • Price • Performance

Over 70 years ago **Salem Steel and Supply Company** was formed to warehouse and service the growing demand for steel and products here in the Northwest. Their name was later changed to **Ram Steel Inc.** Then in 2006, with the purchase of locally owned **Steelco Inc.** they became **Ram Steelco Inc.** The same local family still owns and operates the company, which gives a strong sense of family and community commitment.

Their years of steel product experience and being able to modify their product mix to meet the needs of local area businesses is part of their big commitment to quality customer service. With three Service Centers (two in Salem and one in Albany) Ram SteelCo has a diverse product base.

SEDCOR Member Since: 1997

Contact: Mark D. Young, General Manager
2249 Madrona Ave SE, Salem, OR 97302

Website: Our website is under construction

Business Description: Metals Service Center

Essential Business Philosophy: We promise and deliver an outstanding selection of steel and metal products; competitive pricing; superior processing services; and a knowledgeable and helpful staff. We make deliveries Monday through Friday throughout NW Oregon – Eugene to Portland and to the Coast.

Best Way to Stay Competitive: Ram SteelCo continues to develop relationships with customers through personal contact and other marketing channels. We control internal costs to keep overhead low and seek out new vendors for competitive pricing. We continue our effort to find new customers by developing markets in Portland and Eugene. We have also expanded our value-added processing services capabilities by updating our shop equipment.

Yardstick of Success: Increasing profits.

How does your Company Differ from your Competition: We are one of the few remaining locally owned and operated Metal Service Centers in the area. This allows us to service our customers better, by modifying our product mix to meet the needs of local area businesses. We cater to both large and small businesses by offering a variety of products such as steel, stainless steel, aluminum, expanded metal and several metal pre-processing services.

What is Most Challenging in Work: This year has been a perfect storm in the Service Center business. Falling prices with a warehouse filled with products and falling demand for those products have forced us to make many tough decisions this year to keep our business on track.

Best Business Decision: The purchase of local competitor SteelCo, Inc. in 2006.

Toughest Business Decision: To write off large dollars of inventory value in 2009, in order to bring down our prices and remain competitive in the market place.

Major Clients: West Salem Machinery, Modern Building Systems, Willamina Lumber, Stevens Equipment, Hanard Machine, Inc., Frank Lumber Company, Freres Lumber and Columbia Helicopters. City, County and State maintenance departments, school districts and colleges, farmers, nurseries and contractors are also a part of our client base.

Call 503-364-2213 for more information. ♦



Trucks deliver steel throughout NW Oregon.



Product mix meets need of local businesses.



Offering steel, stainless steel and other metals.